

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	20	15	+33.3%	41	37	+10.8%
New Listing Volume	\$9,540,924	\$5,942,100	+60.6%	\$19,711,224	\$14,205,662	+38.8%
Active Listing Count	29	84	-65.5%	N/A	N/A	
Active Listing Volume	\$16,468,074	\$38,401,857	-57.1%	N/A	N/A	
Average Listing Price	\$567,865	\$457,165	+24.2%	\$564,103	\$452,152	+24.8%
Median Listing Price	\$519,213	\$312,400	+66.2%	\$496,208	\$297,035	+67.1%
Median Days in RPR	41	189.5	-78.4%	79.5	195.33	-59.3%
Months of Inventory	5.8	12	-51.7%	5.4	12.3	-56.2%
Absorption Rate	17.24%	8.33%	+8.9%	18.56%	8.12%	+10.4%
Sales Activity Charts Metrics						
New Pending Sales Count	12	10	+20%	45	24	+87.5%
New Pending Sales Volume	\$5,822,900	\$2,163,500	+169.1%	\$18,548,300	\$6,128,099	+202.7%
Pending Sales Count	21	9	+133.3%	N/A	N/A	
Pending Sales Volume	\$9,254,500	\$2,185,000	+323.5%	N/A	N/A	
Closed Sales Count	16	8	+100%	32	18	+77.8%
Closed Sales Volume	\$6,886,200	\$1,994,900	+245.2%	\$12,878,400	\$5,031,800	+155.9%
Average Sales Price	\$430,388	\$249,363	+72.6%	\$402,450	\$279,544	+44%
Median Sales Price	\$380,750	\$247,500	+53.8%	\$354,700	\$252,944	+40.2%

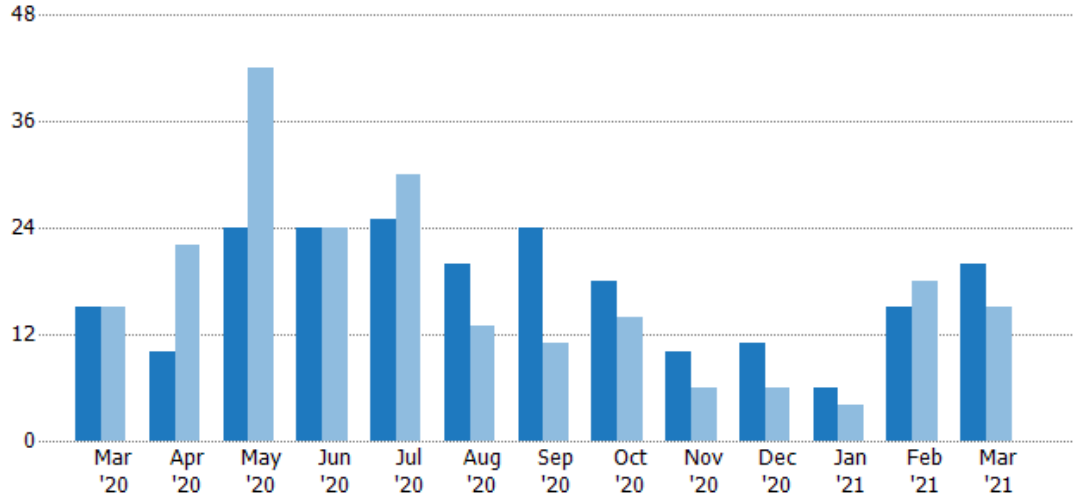
New Listings

The number of new residential listings that were added each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Mar '21	20	33.3%
Mar '20	15	0%
Mar '19	15	53.3%



Current Year	15	10	24	24	25	20	24	18	10	11	6	15	20
Prior Year	15	22	42	24	30	13	11	14	6	6	4	18	15
Percent Change from Prior Year	0%	-55%	-43%	0%	-17%	54%	118%	29%	67%	83%	50%	-17%	33%

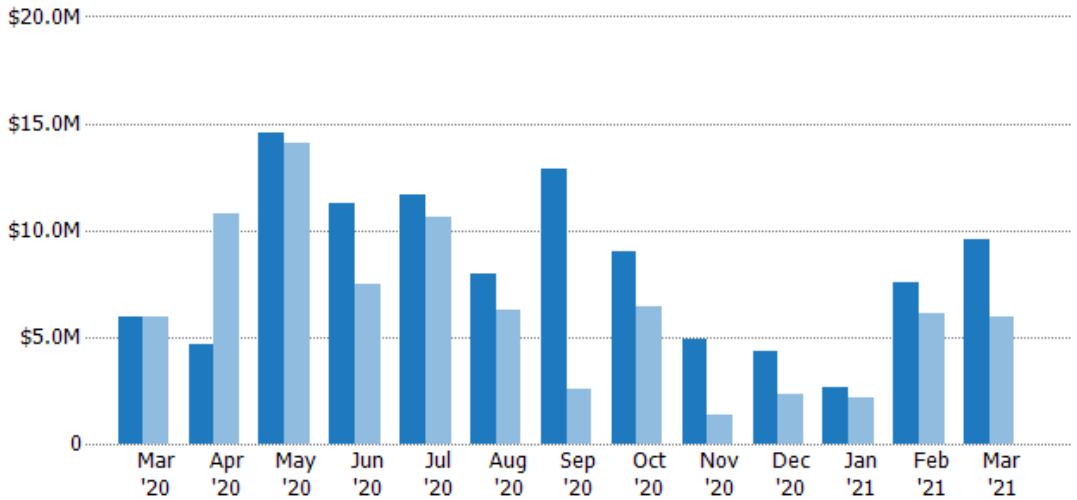
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family

Month/Year	Volume	% Chg.
Mar '21	\$9.54M	60.6%
Mar '20	\$5.94M	-0.3%
Mar '19	\$5.96M	14.9%



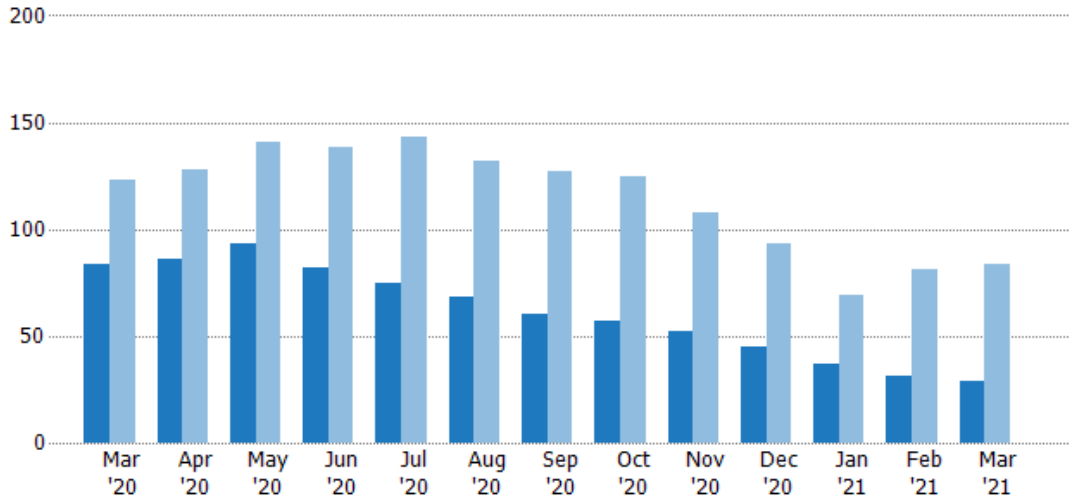
Current Year	\$5.94M	\$4.66M	\$14.6M	\$11.3M	\$11.6M	\$7.94M	\$12.9M	\$9.02M	\$4.87M	\$4.29M	\$2.63M	\$7.54M	\$9.54M
Prior Year	\$5.96M	\$10.8M	\$14.1M	\$7.51M	\$10.6M	\$6.27M	\$2.59M	\$6.41M	\$1.39M	\$2.3M	\$2.15M	\$6.12M	\$5.94M
Percent Change from Prior Year	0%	-57%	3%	50%	9%	27%	397%	41%	251%	87%	22%	23%	61%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family



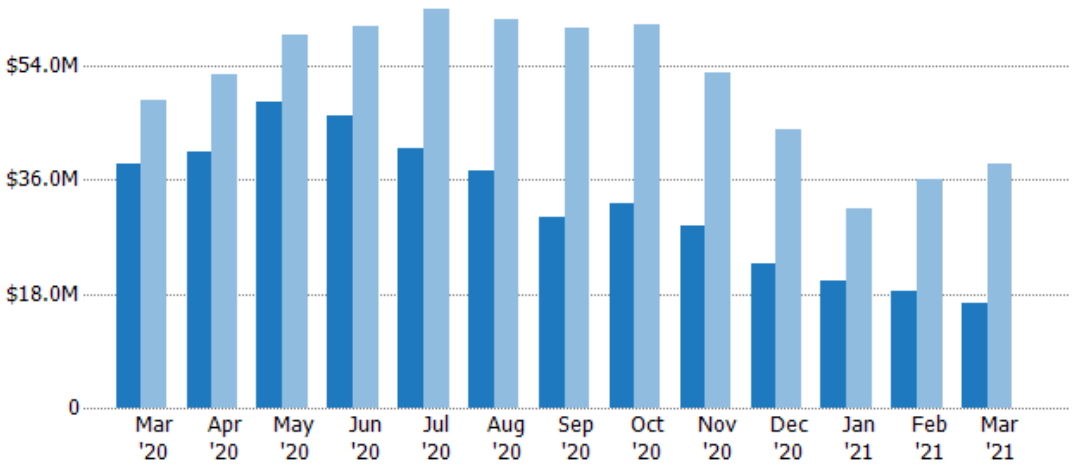
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	84	86	93	82	75	68	60	57	52	45	37	31	29
Prior Year	123	128	141	138	143	132	127	125	108	93	69	81	84
Percent Change from Prior Year	-32%	-33%	-34%	-41%	-48%	-48%	-53%	-54%	-52%	-52%	-46%	-62%	-65%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$38.4M	\$40.3M	\$48.2M	\$46.2M	\$41M	\$37.4M	\$30M	\$32.2M	\$28.6M	\$22.7M	\$19.9M	\$18.3M	\$16.5M
Prior Year	\$48.5M	\$52.7M	\$59M	\$60.4M	\$63M	\$61.2M	\$60.1M	\$60.4M	\$52.9M	\$43.8M	\$31.4M	\$36M	\$38.4M
Percent Change from Prior Year	-21%	-24%	-18%	-23%	-35%	-39%	-50%	-47%	-46%	-48%	-37%	-49%	-57%

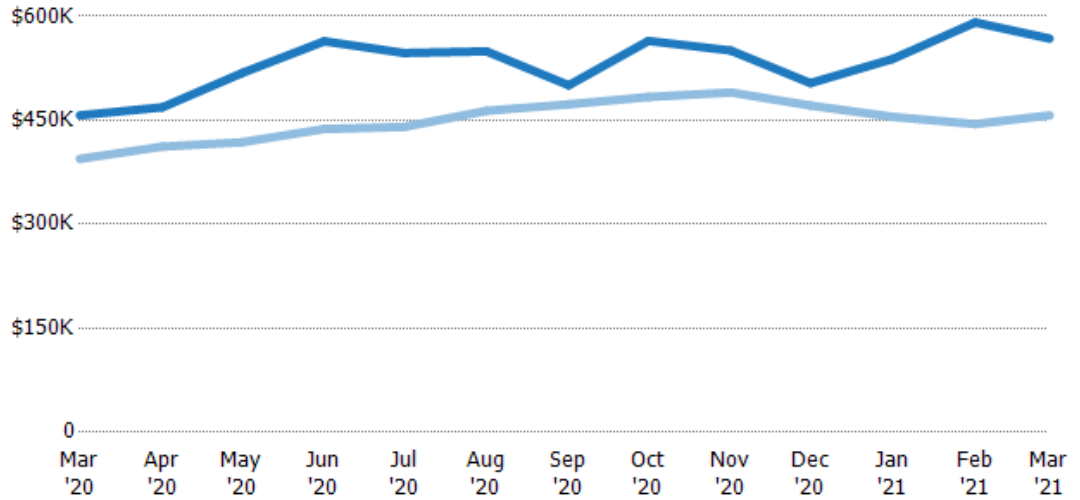
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family

Month/ Year	Price	% Chg.
Mar '21	\$568K	24.2%
Mar '20	\$457K	15.9%
Mar '19	\$394K	-3.5%



Current Year	\$457K	\$469K	\$518K	\$564K	\$547K	\$550K	\$500K	\$564K	\$551K	\$504K	\$539K	\$591K	\$568K
Prior Year	\$394K	\$412K	\$418K	\$437K	\$440K	\$464K	\$473K	\$484K	\$490K	\$471K	\$455K	\$445K	\$457K
Percent Change from Prior Year	16%	14%	24%	29%	24%	19%	6%	17%	12%	7%	18%	33%	24%

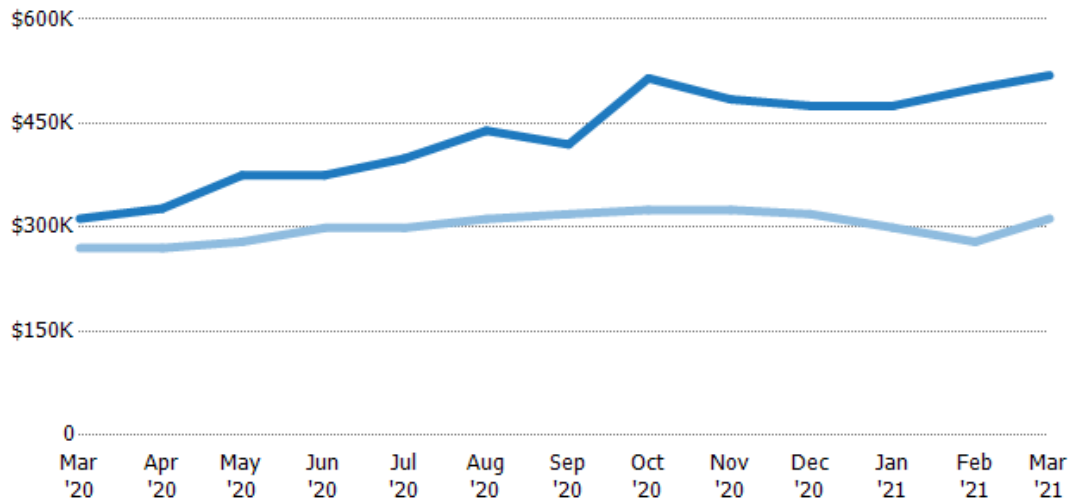
Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family

Month/ Year	Price	% Chg.
Mar '21	\$519K	66.2%
Mar '20	\$312K	15.7%
Mar '19	\$270K	-0.9%



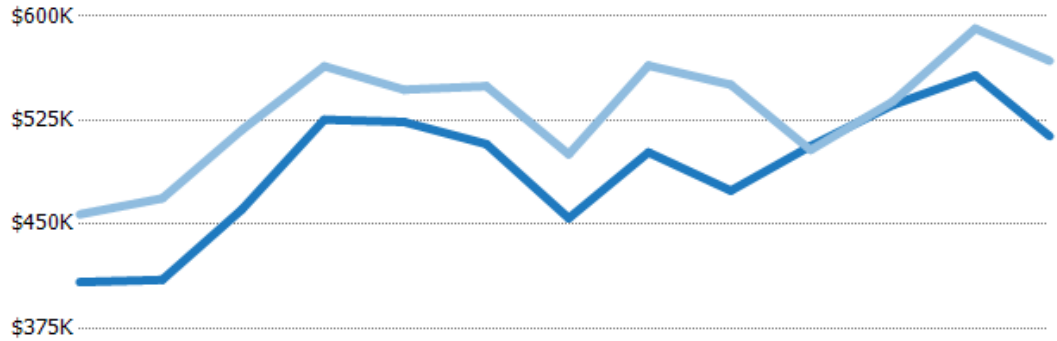
Current Year	\$312K	\$327K	\$375K	\$375K	\$399K	\$439K	\$420K	\$515K	\$484K	\$475K	\$475K	\$500K	\$519K
Prior Year	\$270K	\$270K	\$279K	\$299K	\$299K	\$312K	\$319K	\$325K	\$325K	\$319K	\$300K	\$279K	\$312K
Percent Change from Prior Year	16%	21%	34%	25%	33%	41%	32%	58%	49%	49%	59%	79%	66%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family



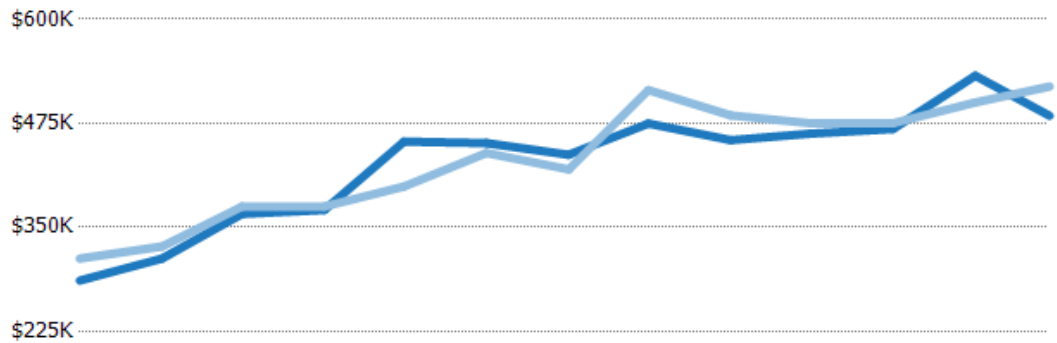
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$408K	\$410K	\$461K	\$525K	\$524K	\$508K	\$454K	\$502K	\$474K	\$506K	\$536K	\$557K	\$514K
Avg Listing Price	\$457K	\$469K	\$518K	\$564K	\$547K	\$550K	\$500K	\$564K	\$551K	\$504K	\$539K	\$591K	\$568K
Avg Listing Price as a % of Avg Est Value	112%	114%	112%	107%	104%	108%	110%	112%	116%	99%	100%	106%	111%

Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family



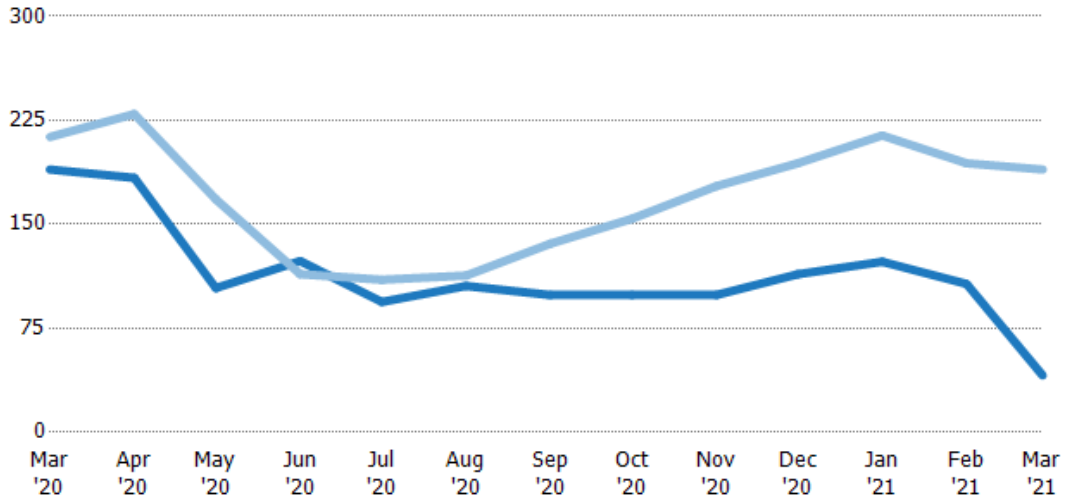
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$286K	\$313K	\$366K	\$371K	\$453K	\$451K	\$437K	\$475K	\$455K	\$463K	\$468K	\$532K	\$484K
Median Listing Price	\$312K	\$327K	\$375K	\$375K	\$399K	\$439K	\$420K	\$515K	\$484K	\$475K	\$475K	\$500K	\$519K
Med Listing Price as a % of Med Est Value	109%	105%	102%	101%	88%	97%	96%	108%	107%	103%	101%	94%	107%

Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family



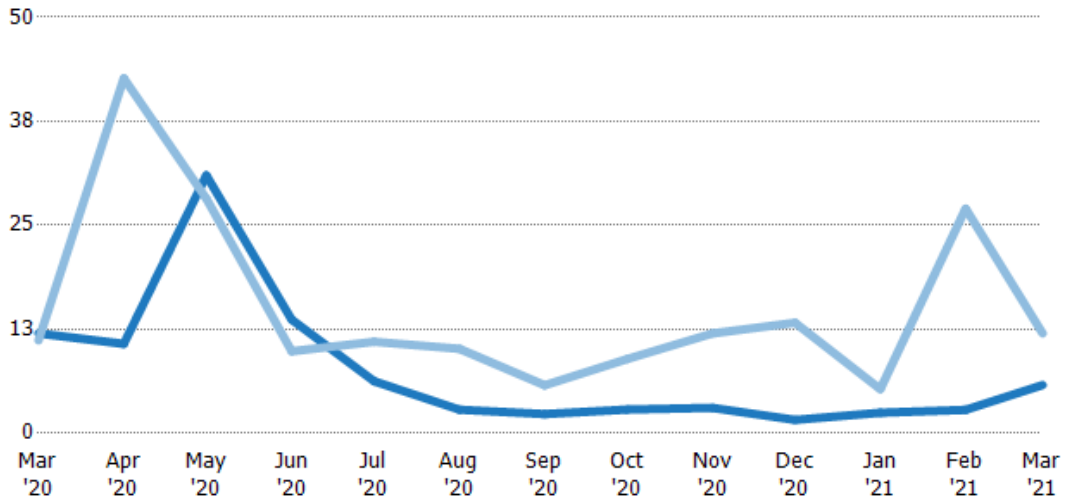
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	190	184	104	124	94	106	99	99	99	114	123	107	41
Prior Year	213	230	168	114	110	113	136	154	178	194	214	194	190
Percent Change from Prior Year	-11%	-20%	-38%	8%	-15%	-7%	-27%	-36%	-44%	-41%	-43%	-45%	-78%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	12	10.8	31	13.7	6.25	2.83	2.31	2.85	3.06	1.61	2.47	2.82	5.8
Prior Year	11.2	42.7	28.2	9.86	11	10.2	5.77	8.93	12	13.3	5.31	27	12
Percent Change from Prior Year	7%	-75%	10%	39%	-43%	-72%	-60%	-68%	-75%	-88%	-54%	-90%	-52%

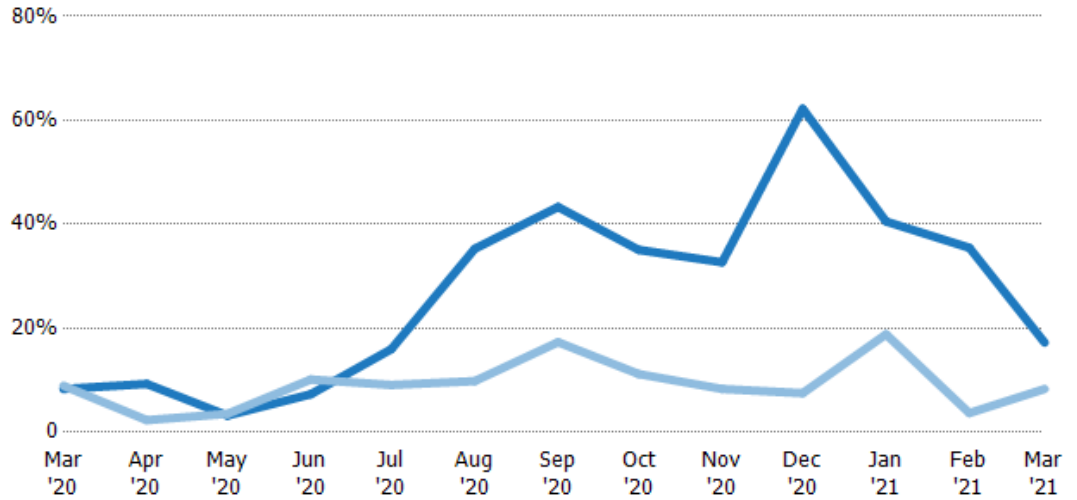
Absorption Rate

The percentage of inventory sold per month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Rate	Chg.
Mar '21	17%	-8.9%
Mar '20	8%	0.6%
Mar '19	9%	-33.4%



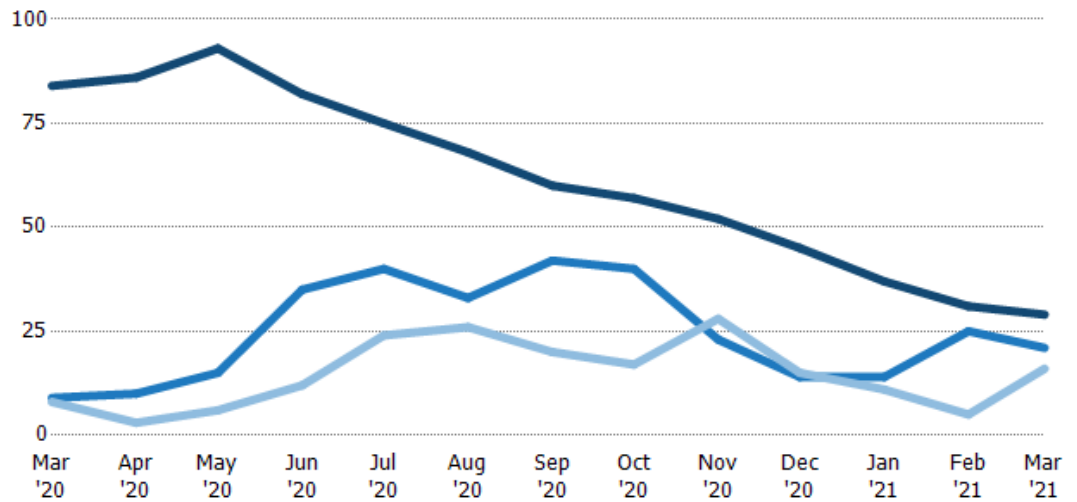
Current Year	8%	9%	3%	7%	16%	35%	43%	35%	33%	62%	41%	35%	17%
Prior Year	9%	2%	4%	10%	9%	10%	17%	11%	8%	8%	19%	4%	8%
Change from Prior Year	1%	-7%	0%	3%	-7%	-25%	-26%	-24%	-24%	-55%	-22%	-32%	-9%

Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family



Active	84	86	93	82	75	68	60	57	52	45	37	31	29
Pending	9	10	15	35	40	33	42	40	23	14	14	25	21
Sold	8	3	6	12	24	26	20	17	28	15	11	5	16

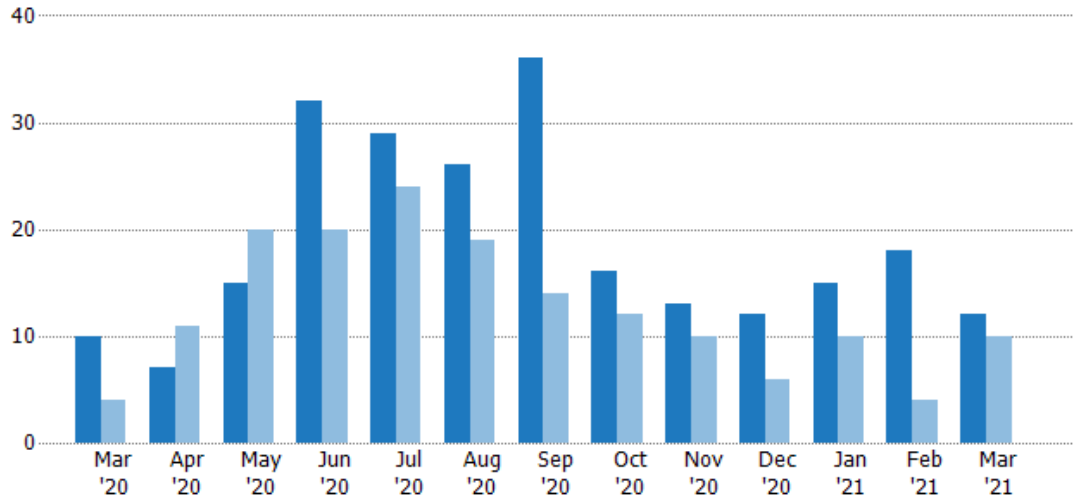
New Pending Sales

The number of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Mar '21	12	20%
Mar '20	10	150%
Mar '19	4	225%



Current Year	10	7	15	32	29	26	36	16	13	12	15	18	12
Prior Year	4	11	20	20	24	19	14	12	10	6	10	4	10
Percent Change from Prior Year	150%	-36%	-25%	60%	21%	37%	157%	33%	30%	100%	50%	350%	20%

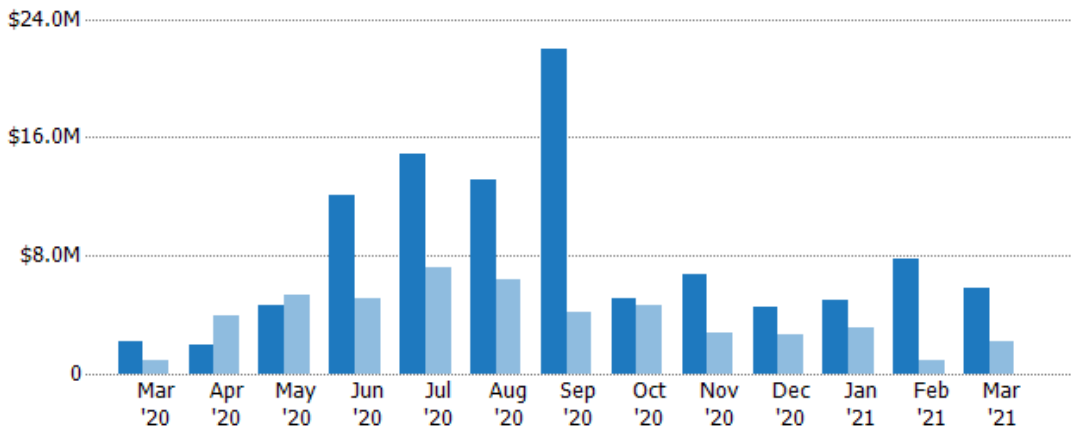
New Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were added each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family

Month/Year	Volume	% Chg.
Mar '21	\$5.82M	169.1%
Mar '20	\$2.16M	141.8%
Mar '19	\$895K	274.1%



Current Year	\$2.16M	\$1.95M	\$4.59M	\$12.1M	\$14.9M	\$13.2M	\$22M	\$5.11M	\$6.71M	\$4.54M	\$4.93M	\$7.8M	\$5.82M
Prior Year	\$895K	\$3.97M	\$5.35M	\$5.14M	\$7.16M	\$6.41M	\$4.14M	\$4.6M	\$2.83M	\$2.62M	\$3.1M	\$861K	\$2.16M
Percent Change from Prior Year	142%	-51%	-14%	136%	108%	105%	430%	11%	137%	73%	59%	806%	169%

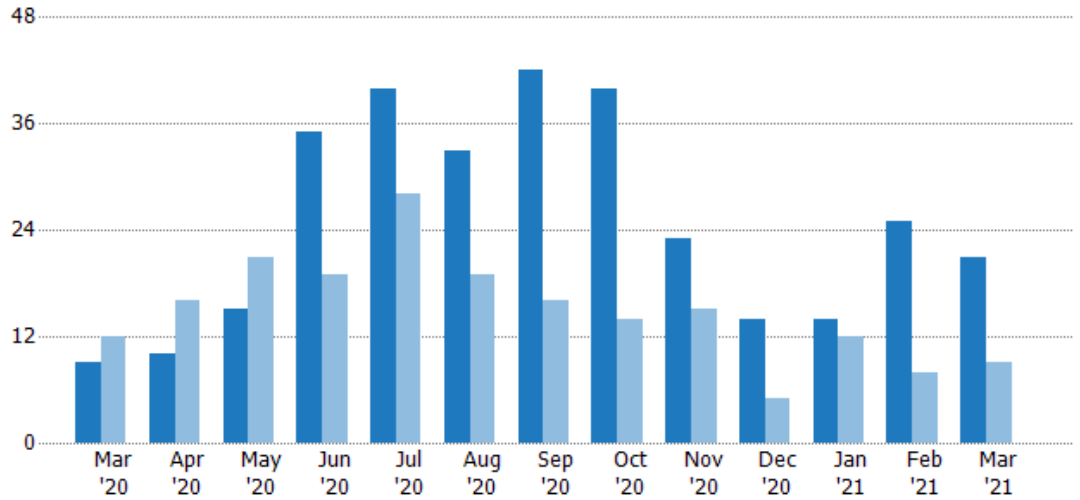
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family

Month/Year	Count	% Chg.
Mar '21	21	133.3%
Mar '20	9	-25%
Mar '19	12	50%



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	9	10	15	35	40	33	42	40	23	14	14	25	21
Prior Year	12	16	21	19	28	19	16	14	15	5	12	8	9
Percent Change from Prior Year	-25%	-38%	-29%	84%	43%	74%	163%	186%	53%	180%	17%	213%	133%

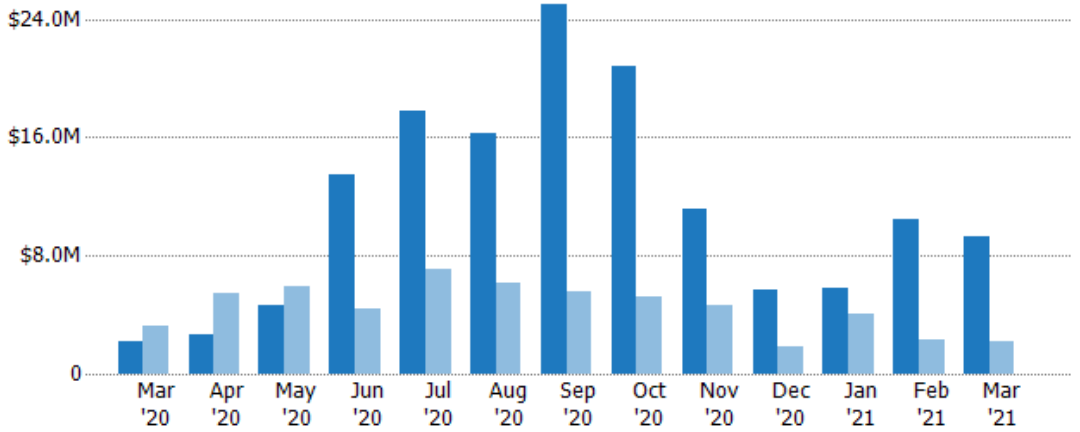
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single Family

Month/Year	Volume	% Chg.
Mar '21	\$9.25M	323.5%
Mar '20	\$2.19M	-31.9%
Mar '19	\$3.21M	117.5%



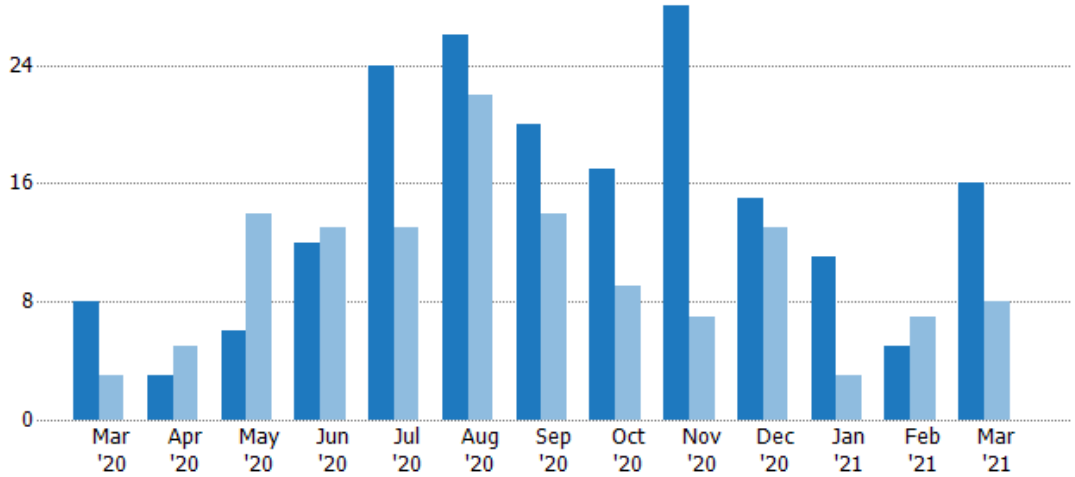
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$2.19M	\$2.64M	\$4.68M	\$13.5M	\$17.8M	\$16.3M	\$25M	\$20.8M	\$11.1M	\$5.64M	\$5.85M	\$10.5M	\$9.25M
Prior Year	\$3.21M	\$5.48M	\$5.95M	\$4.4M	\$7.03M	\$6.19M	\$5.56M	\$5.23M	\$4.6M	\$1.79M	\$4.11M	\$2.3M	\$2.19M
Percent Change from Prior Year	-32%	-52%	-21%	206%	153%	164%	349%	298%	141%	215%	42%	356%	324%

Closed Sales

The total number of residential properties sold each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family



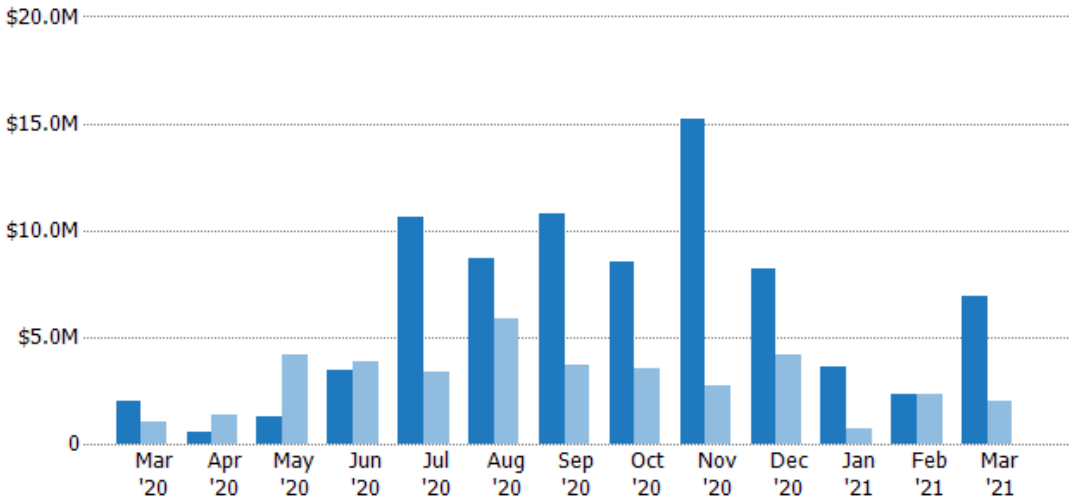
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	8	3	6	12	24	26	20	17	28	15	11	5	16
Prior Year	3	5	14	13	13	22	14	9	7	13	3	7	8
Percent Change from Prior Year	167%	-40%	-57%	-8%	85%	18%	43%	89%	300%	15%	267%	-29%	100%

Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family



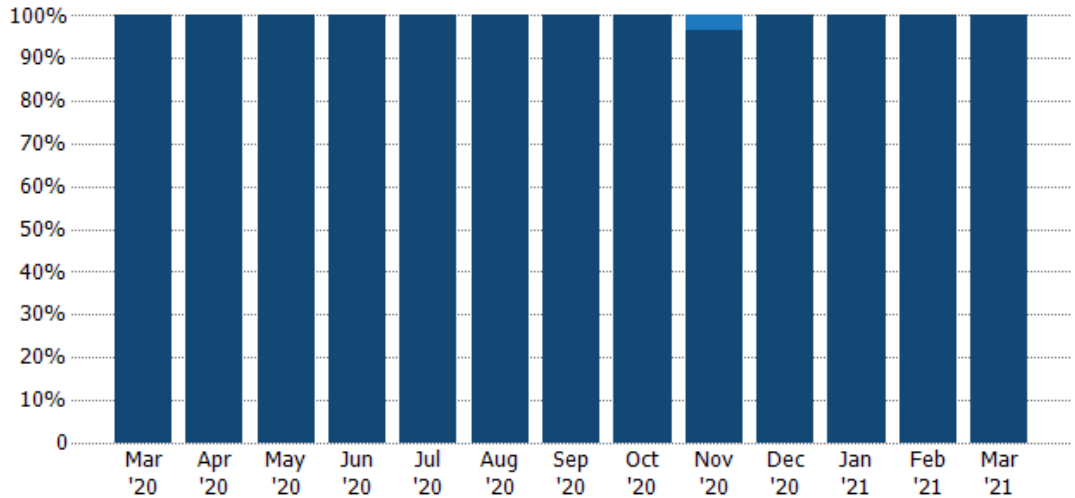
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$1.99M	\$577K	\$1.24M	\$3.44M	\$10.6M	\$8.71M	\$10.8M	\$8.54M	\$15.2M	\$8.2M	\$3.65M	\$2.34M	\$6.89M
Prior Year	\$1.07M	\$1.34M	\$4.18M	\$3.87M	\$3.38M	\$5.9M	\$3.69M	\$3.52M	\$2.74M	\$4.16M	\$721K	\$2.32M	\$1.99M
Percent Change from Prior Year	86%	-57%	-70%	-11%	213%	48%	192%	143%	455%	97%	406%	1%	245%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



Condo/Townhouse	-	-	-	-	-	-	-	-	-	4%	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	96%	100%	100%	100%	100%

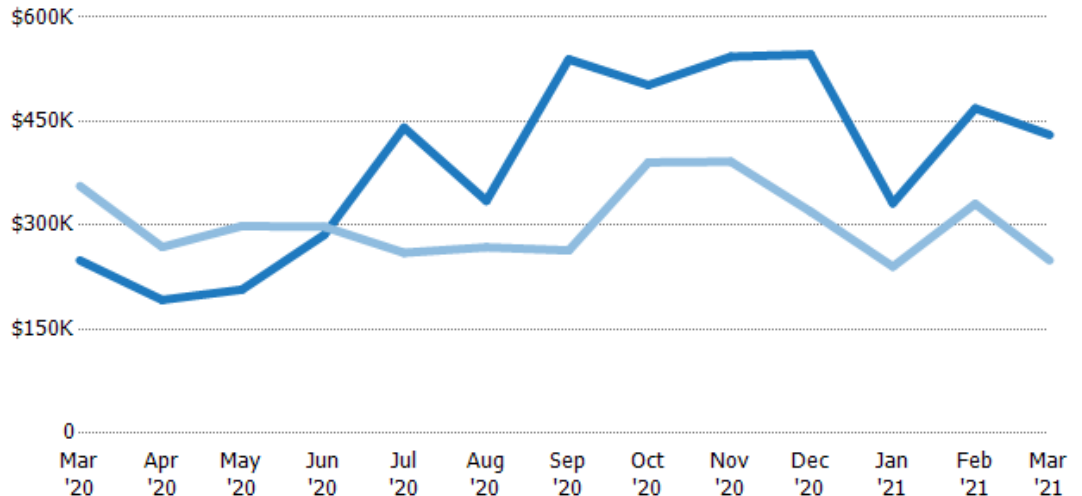
Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family

Month/Year	Price	% Chg.
Mar '21	\$430K	72.6%
Mar '20	\$249K	-30.1%
Mar '19	\$357K	23.9%



Current Year	\$249K	\$192K	\$207K	\$286K	\$441K	\$335K	\$539K	\$502K	\$543K	\$547K	\$332K	\$469K	\$430K
Prior Year	\$357K	\$269K	\$299K	\$298K	\$260K	\$268K	\$264K	\$391K	\$392K	\$320K	\$240K	\$331K	\$249K
Percent Change from Prior Year	-30%	-28%	-31%	-4%	69%	25%	104%	29%	39%	71%	38%	42%	73%

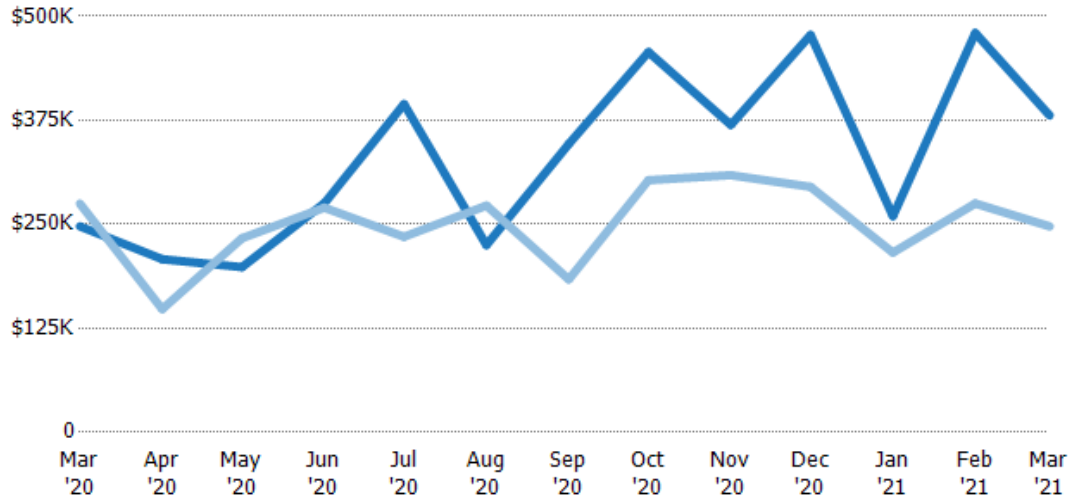
Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family

Month/Year	Price	% Chg.
Mar '21	\$381K	53.8%
Mar '20	\$248K	-10%
Mar '19	\$275K	47%



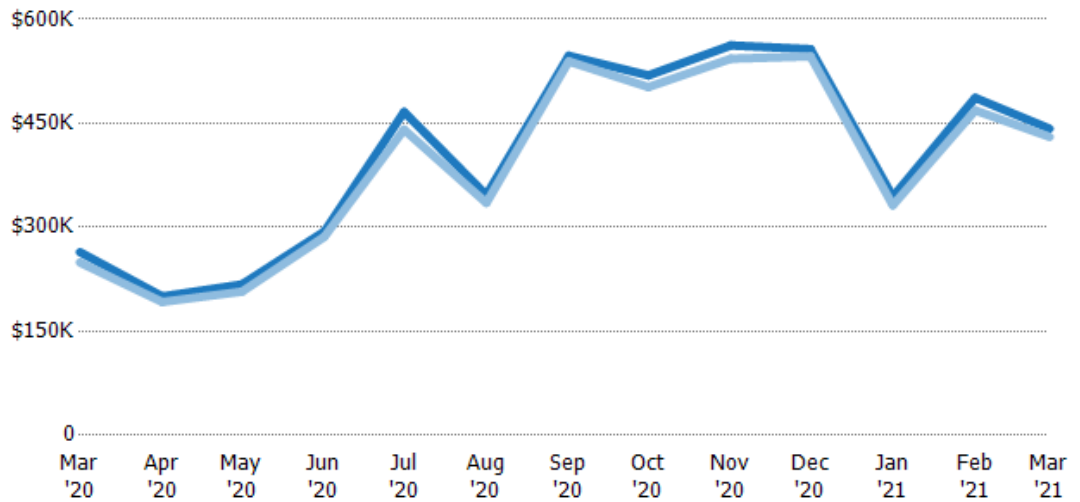
Current Year	\$248K	\$208K	\$199K	\$275K	\$395K	\$225K	\$347K	\$457K	\$370K	\$478K	\$260K	\$480K	\$381K
Prior Year	\$275K	\$148K	\$233K	\$270K	\$235K	\$272K	\$184K	\$303K	\$309K	\$295K	\$216K	\$275K	\$248K
Percent Change from Prior Year	-10%	41%	-15%	2%	68%	-17%	89%	51%	20%	62%	20%	75%	54%

Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type: Condo/Townhouse/Apt., Single Family



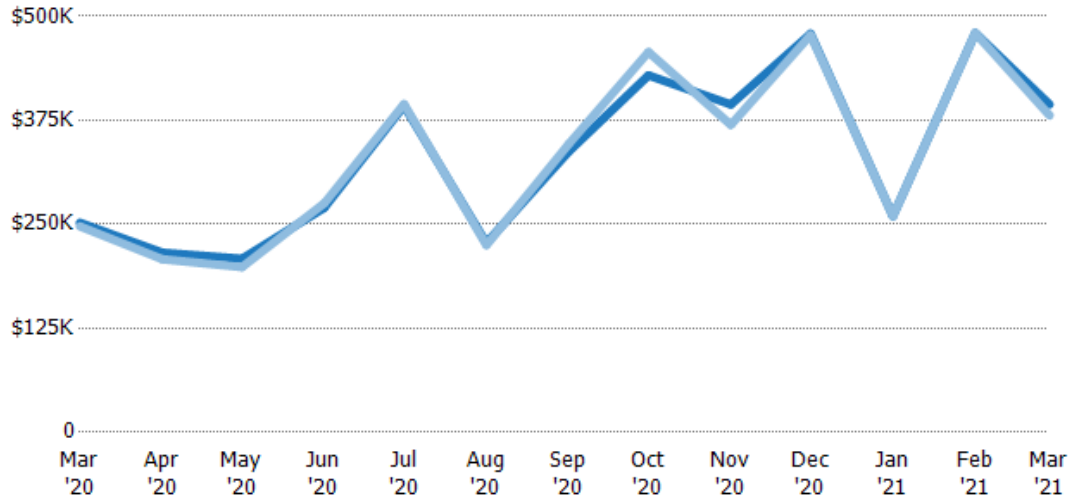
Avg List Price	\$264K	\$200K	\$218K	\$294K	\$466K	\$347K	\$547K	\$519K	\$562K	\$557K	\$344K	\$487K	\$442K
Avg Sales Price	\$249K	\$192K	\$207K	\$286K	\$441K	\$335K	\$539K	\$502K	\$543K	\$547K	\$332K	\$469K	\$430K
Avg Sales Price as a % of Avg List Price	94%	96%	95%	97%	95%	97%	99%	97%	97%	98%	96%	96%	97%

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



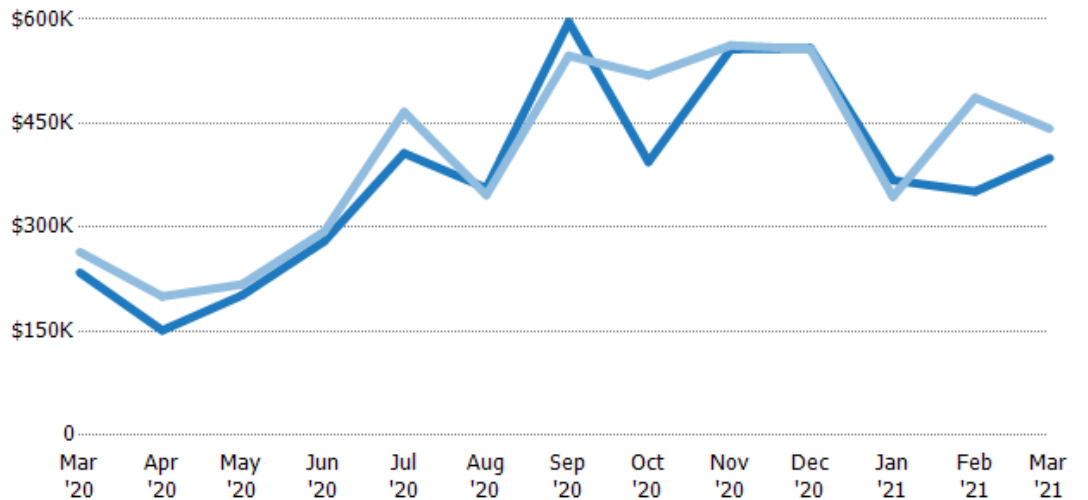
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median List Price	\$252K	\$216K	\$209K	\$270K	\$392K	\$228K	\$338K	\$429K	\$394K	\$479K	\$260K	\$480K	\$394K
Median Sales Price	\$248K	\$208K	\$199K	\$275K	\$395K	\$225K	\$347K	\$457K	\$370K	\$478K	\$260K	\$480K	\$381K
Med Sales Price as a % of Med List Price	98%	96%	95%	102%	101%	99%	103%	107%	94%	100%	100%	100%	97%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



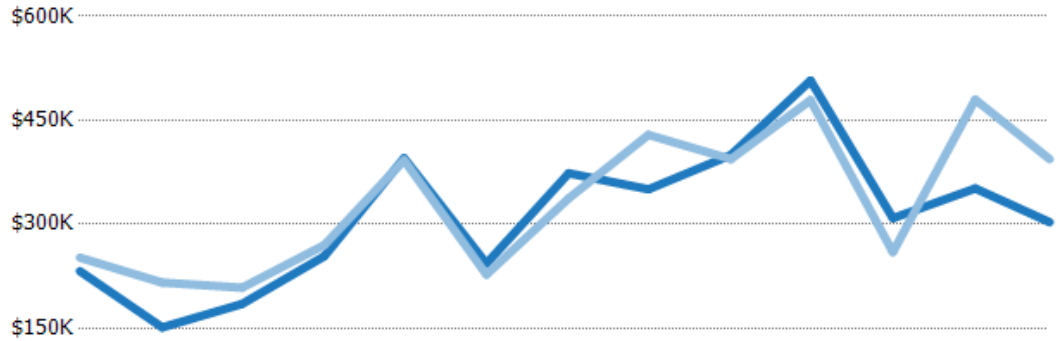
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	\$235K	\$151K	\$202K	\$280K	\$407K	\$356K	\$596K	\$394K	\$557K	\$558K	\$368K	\$352K	\$400K
Avg Sales Price	\$264K	\$200K	\$218K	\$294K	\$466K	\$347K	\$547K	\$519K	\$562K	\$557K	\$344K	\$487K	\$442K
Avg Sales Price as a % of Avg Est Value	113%	132%	108%	105%	115%	97%	92%	132%	101%	100%	94%	138%	111%

Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: VT
 County: Grand Isle County, Vermont
 Property Type:
 Condo/Townhouse/Apt., Single
 Family



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	\$232K	\$151K	\$185K	\$254K	\$395K	\$243K	\$374K	\$350K	\$400K	\$507K	\$309K	\$352K	\$303K
Median Sales Price	\$252K	\$216K	\$209K	\$270K	\$392K	\$228K	\$338K	\$429K	\$394K	\$479K	\$260K	\$480K	\$394K
Med Sales Price as a % of Med Est Value	108%	143%	113%	106%	99%	93%	90%	122%	99%	94%	84%	136%	130%